A6325-1

Manufacturing REPORT

Manufactured Housing Institute
1745 JEFFERSON DAVIS HIGHWAY, ARLINGTON, VIRGINIA 22202

JULY 1991

July shipments of 14,846 homes were down 1.4 percent or 213 homes when compared to last year. Year-to-date shipments are off 11.6 percent or 12,806 homes. There were 86 corporations producing out of 220 plants in the month of July.

Two new tables have been added to this report concerning manufactured homes. The first table, found on Page 15, shows the number of new FHA Title I manufactured home loans on a monthly basis and the dollar value associated with each. The second table, an appendix to this issue only, offers the average sales price of new manufactured homes in 1989 and 1990. Average sales prices of all homes in 1990 ranged from a high of $47,800 in California to a low of $19,800 in Mississippi.

Regional Shipments, Percent Change and Market Share
Cumulative Shipments January Through July

	1991			1990	
REGION	SHPMTS	MKT SHARE	PCT CHG	SHPMTS	MKT SHARE
Northeast	7,770	8.0	- 19.5	9,656	8.8
East North Central	13,738	14.1	- 12.1	15,635	14.2
West North Central	5,579	5.7	- 3.5	5,784	5.2
South Atlantic	32,315	33.1	- 18.8	39,792	36.1
South Central	19,236	19.7	- 1.9	19,617	17.8
Mountain	5,328	5.5	+ 0.2	5,317	4.8
Pacific	9,494	9.7	- 19.0	11,718	10.6

Top Ten States, Percent Change and Market Share
Cumulative Shipments January Through July

		1991			1990		
	STATES	SHPMTS	MKT SHARE	PCT CHG	SHPMTS	MKT SHARE	RANK
1.	North Carolina	8,927	9.6	- 10.6	9,981	9.3	2
2.	Florida	7,939	8.5	- 23.5	10,382	9.7	1
3.	Georgia	5,051	5.4	- 19.4	6,264	5.8	4
4.	South Carolina	4,995	5.3	- 28.2	6,959	6.5	3
5.	Michigan	4,766	5.1	- 9.4	5,263	4.9	6
6.	Alabama	3,955	4.2	- 20.4	4,967	4.6	7
7.	Tennessee	3,793	4.1	- 3.5	3,932	3.7	8
8.	California	3,625	3.9	- 39.1	5,952	5.5	5
9.	Kentucky	3,599	3.9	- 0.2	3,607	3.4	10
10.	Pennsylvania	3,272	3.5	- 15.7	3,882	3.6	9
		49,922	53.5		61,189	57.0	

For further information contact MHI at (703) 979-6620
Data Source: National Conference of States on Building Codes and Standards, Inc. (NCSBCS).

Manufactured Home Production

	Each Month				Cumulative for Year		
	1990	1991	% Change		1990	1991	% Change
January	13,385	11,697	- 12.6%	January	13,385	11,697	- 12.6%
February	13,725	10,855	- 20.9%	Jan-Feb	27,110	22,552	- 16.8%
March	16,248	12,762	- 21.5%	Jan-Mar	43,358	35,314	- 18.6%
April	16,227	15,188	- 6.4%	Jan-Apr	59,585	50,502	- 15.2%
May	18,134	16,585	- 8.5%	Jan-May	77,719	67,087	- 13.7%
June	17,373	15,637	- 10.0%	Jan-June	95,092	82,724	- 13.0%
July	15,126	14,666	- 3.0%	Jan-July	110,218	97,390	- 11.6%
August	19,495			Jan-Aug	129,713		
September	15,892			Jan-Sep	145,605		
October	18,081			Jan-Oct	163,686		
November	14,249			Jan-Nov	177,935		
December	10,264			Jan-Dec	188,199		

Manufactured Home Shipments*

	Each Month				Cumulative for Year		
	1990	1991	% Change		1990	1991	% Change
January	13,260	11,278	- 14.9%	January	13,260	11,278	- 14.9%
February	13,612	10,835	- 20.4%	Jan-Feb	26,872	22,113	- 17.7%
March	16,313	13,069	- 19.9%	Jan-Mar	43,185	35,182	- 18.5%
April	16,472	15,295	- 7.1%	Jan-Apr	59,657	50,477	- 15.4%
May	18,052	16,634	- 7.9%	Jan-May	77,709	67,111	- 13.6%
June	17,557	15,562	- 11.4%	Jan-June	95,266	82,673	- 13.2%
July	15,059	14,846	- 1.4%	Jan-July	110,325	97,519	- 11.6%
August	19,399			Jan-Aug	129,724		
September	15,921			Jan-Sep	145,645		
October	17,930			Jan-Oct	163,575		
November	14,267			Jan-Nov	177,842		
December	10,330			Jan-Dec	188,172		

*Estimated Monthly Shipment Figures Are Computed By MHI From NCSBCS Data. In Making The Computation, It Is Assumed That All Month-End Destination Pending Items Represent Finished Home Inventory And That All Inventory Is Shipped During The Following Month.

Manufacturer Inventory

	As A Percentage Of Same Month Production			Homes In Inventory	
	1990	1991		1990	1991
January	3.5%	7.3%	January	475	850
February	4.3%	8.0%	February	588	870
March	3.2%	4.4%	March	523	563
April	1.7%	3.0%	April	278	456
May	2.0%	2.5%	May	360	407
June	1.3%	3.1%	June	230	482
July	2.0%	2.1%	July	297	302
August	2.0%		August	393	
September	2.3%		September	364	
October	2.8%		October	515	
November	3.5%		November	497	
December	4.2%		December	431	

Manufactured Home Production

	July			Year-To-Date		
	1990	1991	% Change	1990	1991	% Change
Northeast						
Connecticut *	*	*	---	*	*	---
Maine *	*	*	---	*	*	---
Massachusetts *	*	*	---	*	*	---
New Hampshire *	*	*	---	*	*	---
New Jersey *	*	*	---	*	*	---
New York *	*	*	---	*	*	---
Pennsylvania	1,013	927	- 8.5%	7,550	5,978	- 20.8%
Rhode Island *	*	*	---	*	*	---
Vermont *	*	*	---	*	*	---
Total	**1,013**	**927**	**- 8.5%**	**7,550**	**5,978**	**- 20.8%**
East North Central						
Illinois *	*	*	---	*	*	---
Indiana	2,245	1,887	- 15.9%	14,325	12,087	- 15.6%
Michigan *	*	*	---	*	*	---
Ohio	235	275	17.0%	1,706	1,688	- 1.1%
Wisconsin	330	292	- 11.5%	1,826	1,734	- 5.0%
Total	**2,810**	**2,454**	**- 12.7%**	**17,857**	**15,509**	**- 13.1%**
West North Central						
Iowa *	*	*	---	*	*	---
Kansas	145	134	- 7.6%	937	942	0.5%
Minnesota	194	206	6.2%	1,174	1,248	6.3%
Missouri *	*	*	---	*	*	---
Nebraska	165	192	16.4%	1,333	1,277	- 4.2%
North Dakota *	*	*	---	*	*	---
South Dakota *	*	*	---	*	*	---
Total	**504**	**532**	**5.6%**	**3,444**	**3,467**	**0.7%**
South Atlantic						
Delaware *	*	*	---	*	*	---
Florida	1,005	904	- 10.0%	8,456	6,010	- 28.9%
Georgia	2,100	1,876	- 10.7%	15,985	12,351	- 22.7%
Maryland *	*	*	---	*	*	---
North Carolina	1,445	1,687	16.7%	10,869	10,994	1.2%
South Carolina *	*	*	---	*	*	---
Virginia	317	344	8.5%	2,165	2,021	- 6.7%
West Virginia *	*	*	---	*	*	---
Total	**4,867**	**4,811**	**- 1.2%**	**37,475**	**31,376**	**- 16.3%**
South Central						
Alabama	1,414	1,471	4.0%	10,559	9,658	- 8.5%
Arkansas *	*	*	---	*	*	---
Kentucky *	*	*	---	*	*	---
Louisiana *	*	*	---	*	*	---
Mississippi	471	567	20.4%	3,528	3,767	6.8%
Oklahoma *	*	*	---	*	*	---
Tennessee	1,035	1,160	12.1%	8,026	8,103	1.0%
Texas	343	373	8.7%	2,552	2,711	6.2%
Total	**3,263**	**3,571**	**9.4%**	**24,665**	**24,239**	**- 1.7%**

Manufactured Home Production

	July 1990	July 1991	% Change	Year-To-Date 1990	Year-To-Date 1991	% Change
Mountain						
Arizona	202	184	- 8.9%	1,839	1,551	- 15.7%
Colorado *	*	*	---	*	*	---
Idaho	279	278	- 0.4%	1,806	1,936	7.2%
Montana *	*	*	---	*	*	---
Nevada *	*	*	---	*	*	---
New Mexico *	*	*	---	*	*	---
Utah *	*	*	---	*	*	---
Wyoming *	*	*	---	*	*	---
Total	481	462	- 4.0%	3,645	3,487	- 4.3%
Pacific						
Alaska *	*	*	---	*	*	---
California	905	626	- 30.8%	6,741	4,354	- 35.4%
Hawaii *	*	*	---	*	*	---
Oregon	628	571	- 9.1%	4,598	4,577	- 0.5%
Washington	153	151	- 1.3%	987	960	- 2.7%
Total	1,686	1,348	- 20.0%	12,326	9,891	- 19.8%
DC & U.S. Terr. *	*	*	---	*	*	---
Gov't & Export	0	0	0.0%	0	0	0.0%
Beginning Inv.	0	0	0.0%	0	0	0.0%
Other (Canada)	0	0	0.0%	0	0	0.0%
States With *	502	561	11.8%	3,256	3,443	5.7%
Total Production	15,126	14,666	- 3.0%	110,218	97,390	- 11.6%

*These States Have Less Than Three Manufacturers, Figures Are Aggregated on First Line Above Totals, "States With *" to Protect Proprietary Information.

Manufactured Home Shipments

	July 1990	July 1991	% Change	Year-To-Date 1990	Year-To-Date 1991	% Change
Northeast						
Connecticut	2	8	300.0%	68	52	- 23.5%
Maine	200	164	- 18.0%	1,160	928	- 20.0%
Massachusetts	14	12	- 14.3%	114	106	- 7.0%
New Hampshire	40	42	5.0%	276	192	- 30.4%
New Jersey	23	20	- 13.0%	247	165	- 33.2%
New York	591	428	- 27.6%	3,574	2,803	- 21.6%
Pennsylvania	537	521	- 3.0%	3,882	3,272	- 15.7%
Rhode Island	11	2	- 81.8%	46	18	- 60.9%
Vermont	56	33	- 41.1%	289	234	- 19.0%
Total	**1,474**	**1,230**	**- 16.6%**	**9,656**	**7,770**	**- 19.5%**
East North Central						
Illinois	246	215	- 12.6%	1,679	1,410	- 16.0%
Indiana	534	523	- 2.1%	3,563	2,940	- 17.5%
Michigan	810	797	- 1.6%	5,263	4,766	- 9.4%
Ohio	550	516	- 6.2%	3,529	3,171	- 10.1%
Wisconsin	286	226	- 21.0%	1,601	1,451	- 9.4%
Total	**2,426**	**2,277**	**- 6.1%**	**15,635**	**13,738**	**- 12.1%**
West North Central						
Iowa	131	148	13.0%	863	870	0.8%
Kansas	120	120	0.0%	742	833	12.3%
Minnesota	144	143	- 0.7%	956	903	- 5.5%
Missouri	324	356	9.9%	2,381	2,146	- 9.9%
Nebraska	35	42	20.0%	326	255	- 21.8%
North Dakota	17	16	- 5.9%	94	107	13.8%
South Dakota	70	77	10.0%	422	465	10.2%
Total	**841**	**902**	**7.3%**	**5,784**	**5,579**	**- 3.5%**
South Atlantic						
Delaware	103	84	- 18.4%	817	570	- 30.2%
Florida	1,279	1,227	- 4.1%	10,382	7,939	- 23.5%
Georgia	863	718	- 16.8%	6,264	5,051	- 19.4%
Maryland	72	73	1.4%	563	448	- 20.4%
North Carolina	1,346	1,463	8.7%	9,981	8,927	- 10.6%
South Carolina	874	760	- 13.0%	6,959	4,995	- 28.2%
Virginia	398	416	4.5%	3,159	2,736	- 13.4%
West Virginia	226	261	15.5%	1,667	1,649	- 1.1%
Total	**5,161**	**5,002**	**- 3.1%**	**39,792**	**32,315**	**- 18.8%**
South Central						
Alabama	617	592	- 4.1%	4,967	3,955	- 20.4%
Arkansas	206	282	36.9%	1,472	1,731	17.6%
Kentucky	507	561	10.7%	3,607	3,599	- 0.2%
Louisiana	113	156	38.1%	799	974	21.9%
Mississippi	304	301	- 1.0%	2,114	2,169	2.6%
Oklahoma	55	76	38.2%	341	437	28.2%
Tennessee	454	595	31.1%	3,932	3,793	- 3.5%
Texas	333	385	15.6%	2,385	2,578	8.1%
Total	**2,589**	**2,948**	**13.9%**	**19,617**	**19,236**	**- 1.9%**

Manufactured Home Shipments

	July 1990	July 1991	July % Change	Year-To-Date 1990	Year-To-Date 1991	Year-To-Date % Change
Mountain						
Arizona	217	185	- 14.7%	1,818	1,585	- 12.8%
Colorado	48	65	35.4%	293	410	39.9%
Idaho	67	89	32.8%	427	620	45.2%
Montana	43	65	51.2%	264	350	32.6%
Nevada	213	134	- 37.1%	1,465	1,086	- 25.9%
New Mexico	132	133	0.8%	908	1,080	18.9%
Utah	21	20	- 4.8%	117	152	29.9%
Wyoming	8	9	12.5%	25	45	80.0%
Total	**749**	**700**	**- 6.5%**	**5,317**	**5,328**	**0.2%**
Pacific						
Alaska	4	0	-100.0%	28	32	14.3%
California	750	527	- 29.7%	5,952	3,625	- 39.1%
Hawaii	0	0	0.0%	2	9	350.0%
Oregon	430	359	- 16.5%	2,634	2,692	2.2%
Washington	405	419	3.5%	3,102	3,136	1.1%
Total	**1,589**	**1,305**	**- 17.9%**	**11,718**	**9,494**	**- 19.0%**
DC & U.S. Terr.	0	0	0.0%	0	0	0.0%
Gov't & Export	0	0	0.0%	0	0	0.0%
Beginning Inv.	230	482	109.6%	2,806	4,059	44.7%
Other (Canada)	0	0	0.0%	0	0	0.0%
States With *	0	0	0.0%	0	0	0.0%
Total Shipments	**15,059**	**14,846**	**- 1.4%**	**110,325**	**97,519**	**- 11.6%**

Cumulative Beginning Inventory—Beginning Inventory Accumulates And Must Be Added To Total Shipments On A Monthly And Year-to-Date Basis. The Data Source, NCSBCS, Does Not Account For The Ultimate Destination Of Inventory (Destination Pending) Items On A Monthly Basis. On a Periodic Basis, Other Than Monthly, NCSBCS Will Determine The Destination of Inventory.

Year-To-Date
1991 Product Mix

	Jan-July Shipments			Jan-July Production		
	Single-Section	Multi-Section	Total Shipments	Single-Section	Multi-Section	Total Production
Northeast						
Connecticut *	33	19	52	*	*	*
Maine *	741	187	928	*	*	*
Massachusetts *	57	49	106	*	*	*
New Hampshire *	122	70	192	*	*	*
New Jersey *	78	87	165	*	*	*
New York *	1,576	1,227	2,803	*	*	*
Pennsylvania	1,992	1,280	3,272	3,396	2,582	5,978
Rhode Island *	9	9	18	*	*	*
Vermont *	137	97	234	*	*	*
Total	**4,745**	**3,025**	**7,770**	**3,396**	**2,582**	**5,978**
	61.1%	**38.9%**	**100.0%**	**56.8%**	**43.2%**	**100.0%**
East North Central						
Illinois *	888	522	1,410	*	*	*
Indiana	1,677	1,263	2,940	7,050	5,037	12,087
Michigan *	2,289	2,477	4,766	*	*	*
Ohio	2,120	1,051	3,171	1,086	602	1,688
Wisconsin	1,202	249	1,451	1,417	317	1,734
Total	**8,176**	**5,562**	**13,738**	**9,553**	**5,956**	**15,509**
	59.5%	**40.5%**	**100.0%**	**61.6%**	**38.4%**	**100.0%**
West North Central						
Iowa *	681	189	870	*	*	*
Kansas	488	345	833	680	262	942
Minnesota	593	310	903	819	429	1,248
Missouri *	1,509	637	2,146	*	*	*
Nebraska	139	116	255	768	509	1,277
North Dakota *	54	53	107	*	*	*
South Dakota *	279	186	465	*	*	*
Total	**3,743**	**1,836**	**5,579**	**2,267**	**1,200**	**3,467**
	67.1%	**32.9%**	**100.0%**	**65.4%**	**34.6%**	**100.0%**
South Atlantic						
Delaware *	383	187	570	*	*	*
Florida	2,531	5,408	7,939	1,355	4,655	6,010
Georgia	2,393	2,658	5,051	6,331	6,020	12,351
Maryland *	267	181	448	*	*	*
North Carolina	5,853	3,074	8,927	7,614	3,380	10,994
South Carolina *	3,007	1,988	4,995	*	*	*
Virginia	1,715	1,021	2,736	1,715	306	2,021
West Virginia *	1,105	544	1,649	*	*	*
Total	**17,254**	**15,061**	**32,315**	**17,015**	**14,361**	**31,376**
	53.4%	**46.6%**	**100.0%**	**54.2%**	**45.8%**	**100.0%**

Year-To-Date
1991 Product Mix

	Jan-July Shipments			Jan-July Production		
	Single-Section	Multi-Section	Total Shipments	Single-Section	Multi-Section	Total Production
South Central						
Alabama	2,912	1,043	3,955	6,493	3,165	9,658
Arkansas *	1,198	533	1,731	*	*	*
Kentucky *	2,621	978	3,599	*	*	*
Louisiana *	773	201	974	*	*	*
Mississippi	1,581	588	2,169	3,008	759	3,767
Oklahoma *	251	186	437	*	*	*
Tennessee	2,686	1,107	3,793	5,870	2,233	8,103
Texas	1,302	1,276	2,578	1,265	1,446	2,711
Total	**13,324**	**5,912**	**19,236**	**16,636**	**7,603**	**24,239**
	69.3%	**30.7%**	**100.0%**	**68.6%**	**31.4%**	**100.0%**
Mountain						
Arizona	529	1,056	1,585	553	998	1,551
Colorado *	196	214	410	*	*	*
Idaho	126	494	620	426	1,510	1,936
Montana *	99	251	350	*	*	*
Nevada *	203	883	1,086	*	*	*
New Mexico *	578	502	1,080	*	*	*
Utah *	24	128	152	*	*	*
Wyoming *	22	23	45	*	*	*
Total	**1,777**	**3,551**	**5,328**	**979**	**2,508**	**3,487**
	33.4%	**66.6%**	**100.0%**	**28.1%**	**71.9%**	**100.0%**
Pacific						
Alaska *	20	12	32	*	*	*
California	441	3,184	3,625	557	3,797	4,354
Hawaii *	0	9	9	*	*	*
Oregon	366	2,326	2,692	673	3,904	4,577
Washington	448	2,688	3,136	12	948	960
Total	**1,275**	**8,219**	**9,494**	**1,242**	**8,649**	**9,891**
	13.4%	**86.6%**	**100.0%**	**12.6%**	**87.4%**	**100.0%**
DC & U.S. Terr. *	0	0	0	*	*	*
Sub Total U.S	50,294	43,166	93,460	51,088	42,859	93,947
	53.8%	46.2%	100.0%	54.4%	45.6%	100.0%
Gov't & Export	0	0	0	0	0	0
Beginning Inv.	2,706	1,353	4,059	0	0	0
Other (Canada)	0	0	0	0	0	0
States With *	0	0	0	1,821	1,622	3,443
Total	**53,000**	**44,519**	**97,519**	**52,909**	**44,481**	**97,390**
	54.3%	**45.7%**	**100.0%**	**54.3%**	**45.7%**	**100.0%**

Shipments of Manufactured Homes by State
Ranked From Highest to Lowest
July 1991

State	Total Shipment	% of Total	Rank	Single Sectn Shpmnt	% of Total	Rank	Multi Sectn Shpmnt	% of Total	Rank
North Carolina	1,463	10.2%	1	926	12.4%	1	537	7.8%	2
Florida	1,227	8.5%	2	316	4.2%	8	911	13.3%	1
Michigan	797	5.5%	3	362	4.8%	6	435	6.3%	4
South Carolina	760	5.3%	4	438	5.8%	2	322	4.7%	8
Georgia	718	5.0%	5	301	4.0%	10	417	6.1%	5
Tennessee	595	4.1%	6	411	5.5%	5	184	2.7%	13
Alabama	592	4.1%	7	423	5.6%	3	169	2.5%	15
Kentucky	561	3.9%	8	412	5.5%	4	149	2.2%	17
California	527	3.7%	9	58	0.8%	28	469	6.8%	3
Indiana	523	3.6%	10	272	3.6%	11	251	3.7%	9
Pennsylvania	521	3.6%	11	311	4.1%	9	210	3.1%	11
Ohio	516	3.6%	12	335	4.5%	7	181	2.6%	14
New York	428	3.0%	13	213	2.8%	14	215	3.1%	10
Washington	419	2.9%	14	61	0.8%	27	358	5.2%	6
Virginia	416	2.9%	15	254	3.4%	12	162	2.4%	16
Texas	385	2.7%	16	200	2.7%	16	185	2.7%	12
Oregon	359	2.5%	17	35	0.5%	34	324	4.7%	7
Missouri	356	2.5%	18	254	3.4%	13	102	1.5%	21
Mississippi	301	2.1%	19	212	2.8%	15	89	1.3%	23
Arkansas	282	2.0%	20	196	2.6%	17	86	1.3%	24
West Virginia	261	1.8%	21	165	2.2%	19	96	1.4%	22
Wisconsin	226	1.6%	22	183	2.4%	18	43	0.6%	30
Illinois	215	1.5%	23	113	1.5%	22	102	1.5%	20
Arizona	185	1.3%	24	52	0.7%	30	133	1.9%	18
Maine	164	1.1%	25	131	1.7%	20	33	0.5%	33
Louisiana	156	1.1%	26	131	1.7%	21	25	0.4%	38
Iowa	148	1.0%	27	110	1.5%	23	38	0.6%	31
Minnesota	143	1.0%	28	83	1.1%	24	60	0.9%	26
Nevada	134	0.9%	29	28	0.4%	36	106	1.5%	19
New Mexico	133	0.9%	30	76	1.0%	26	57	0.8%	27
Kansas	120	0.8%	31	77	1.0%	25	43	0.6%	29
Idaho	89	0.6%	32	15	0.2%	40	74	1.1%	25
Delaware	84	0.6%	33	56	0.7%	29	28	0.4%	37
South Dakota	77	0.5%	34	44	0.6%	33	33	0.5%	34
Oklahoma	76	0.5%	35	46	0.6%	31	30	0.4%	35
Maryland	73	0.5%	36	44	0.6%	32	29	0.4%	36
Montana	65	0.5%	37	20	0.3%	39	45	0.7%	28
Colorado	65	0.5%	38	31	0.4%	35	34	0.5%	32
Nebraska	42	0.3%	39	23	0.3%	38	19	0.3%	40
New Hampshire	42	0.3%	40	25	0.3%	37	17	0.2%	41
Vermont	33	0.2%	41	14	0.2%	41	19	0.3%	39
Utah	20	0.1%	42	5	0.1%	45	15	0.2%	42
New Jersey	20	0.1%	43	9	0.1%	43	11	0.2%	43
North Dakota	16	0.1%	44	9	0.1%	42	7	0.1%	45
Massachusetts	12	0.1%	45	5	0.1%	46	7	0.1%	44
Wyoming	9	0.1%	46	6	0.1%	44	3	0.0%	47
Connecticut	8	0.1%	47	3	0.0%	47	5	0.1%	46
Rhode Island	2	0.0%	48	1	0.0%	48	1	0.0%	48
Alaska	0	0.0%	49	0	0.0%	49	0	0.0%	49
Hawaii	0	0.0%	50	0	0.0%	50	0	0.0%	50
	14,364	**99.8%**		**7,495**	**99.7%**		**6,869**	**100.2%**	

Does Not Include Destination Pending (Beginning Inventory)
Percentages May Not Add to 100% Because of Rounding

Shipments of Manufactured Homes by State
Ranked From Highest to Lowest
Jan-Jul 1991

State	Total Shipment	% of Total	Rank	Single Sectn Shpmnt	% of Total	Rank	Multi Sectn Shpmnt	% of Total	Rank
North Carolina	8,927	9.6%	1	5,853	11.6%	1	3,074	7.1%	3
Florida	7,939	8.5%	2	2,531	5.0%	6	5,408	12.5%	1
Georgia	5,051	5.4%	3	2,393	4.8%	7	2,658	6.2%	5
South Carolina	4,995	5.3%	4	3,007	6.0%	2	1,988	4.6%	8
Michigan	4,766	5.1%	5	2,289	4.6%	8	2,477	5.7%	6
Alabama	3,955	4.2%	6	2,912	5.8%	3	1,043	2.4%	16
Tennessee	3,793	4.1%	7	2,686	5.3%	4	1,107	2.6%	13
California	3,625	3.9%	8	441	0.9%	29	3,184	7.4%	2
Kentucky	3,599	3.9%	9	2,621	5.2%	5	978	2.3%	18
Pennsylvania	3,272	3.5%	10	1,992	4.0%	10	1,280	3.0%	9
Ohio	3,171	3.4%	11	2,120	4.2%	9	1,051	2.4%	15
Washington	3,136	3.4%	12	448	0.9%	28	2,688	6.2%	4
Indiana	2,940	3.1%	13	1,677	3.3%	12	1,263	2.9%	11
New York	2,803	3.0%	14	1,576	3.1%	14	1,227	2.8%	12
Virginia	2,736	2.9%	15	1,715	3.4%	11	1,021	2.4%	17
Oregon	2,692	2.9%	16	366	0.7%	31	2,326	5.4%	7
Texas	2,578	2.8%	17	1,302	2.6%	16	1,276	3.0%	10
Mississippi	2,169	2.3%	18	1,581	3.1%	13	588	1.4%	21
Missouri	2,146	2.3%	19	1,509	3.0%	15	637	1.5%	20
Arkansas	1,731	1.9%	20	1,198	2.4%	18	533	1.2%	23
West Virginia	1,649	1.8%	21	1,105	2.2%	19	544	1.3%	22
Arizona	1,585	1.7%	22	529	1.1%	26	1,056	2.4%	14
Wisconsin	1,451	1.6%	23	1,202	2.4%	17	249	0.6%	30
Illinois	1,410	1.5%	24	888	1.8%	20	522	1.2%	24
Nevada	1,086	1.2%	25	203	0.4%	35	883	2.0%	19
New Mexico	1,080	1.2%	26	578	1.1%	25	502	1.2%	25
Louisiana	974	1.0%	27	773	1.5%	21	201	0.5%	32
Maine	928	1.0%	28	741	1.5%	22	187	0.4%	35
Minnesota	903	1.0%	29	593	1.2%	24	310	0.7%	28
Iowa	870	0.9%	30	681	1.4%	23	189	0.4%	33
Kansas	833	0.9%	31	488	1.0%	27	345	0.8%	27
Idaho	620	0.7%	32	126	0.3%	39	494	1.1%	26
Delaware	570	0.6%	33	383	0.8%	30	187	0.4%	34
South Dakota	465	0.5%	34	279	0.6%	32	186	0.4%	37
Maryland	448	0.5%	35	267	0.5%	33	181	0.4%	38
Oklahoma	437	0.5%	36	251	0.5%	34	186	0.4%	36
Colorado	410	0.4%	37	196	0.4%	36	214	0.5%	31
Montana	350	0.4%	38	99	0.2%	41	251	0.6%	29
Nebraska	255	0.3%	39	139	0.3%	37	116	0.3%	40
Vermont	234	0.3%	40	137	0.3%	38	97	0.2%	41
New Hampshire	192	0.2%	41	122	0.2%	40	70	0.2%	43
New Jersey	165	0.2%	42	78	0.2%	42	87	0.2%	42
Utah	152	0.2%	43	24	0.0%	46	128	0.3%	39
North Dakota	107	0.1%	44	54	0.1%	44	53	0.1%	44
Massachusetts	106	0.1%	45	57	0.1%	43	49	0.1%	45
Connecticut	52	0.1%	46	33	0.1%	45	19	0.0%	47
Wyoming	45	0.0%	47	22	0.0%	47	23	0.1%	46
Alaska	32	0.0%	48	20	0.0%	48	12	0.0%	48
Rhode Island	18	0.0%	49	9	0.0%	49	9	0.0%	49
Hawaii	9	0.0%	50	0	0.0%	50	9	0.0%	50
	93,460	**100.4%**		**50,294**	**100.1%**		**43,166**	**99.8%**	

Does Not Include Destination Pending (Beginning Inventory)
Percentages May Not Add to 100% Because of Rounding

Production of Manufactured Homes by State
Ranked From Highest to Lowest
July 1991

State	Total Productn	% of Total	Rank	Single Sectn Prduct	% of Total	Rank	Multi Sectn Prduct	% of Total	Rank
Indiana	1,887	13.4%	1	1,035	14.0%	2	852	12.7%	2
Georgia	1,876	13.3%	2	874	11.8%	4	1,002	15.0%	1
North Carolina	1,687	12.0%	3	1,111	15.0%	1	576	8.6%	4
Alabama	1,471	10.4%	4	985	13.3%	3	486	7.3%	7
Tennessee	1,160	8.2%	5	809	10.9%	5	351	5.2%	9
Pennsylvania	927	6.6%	6	503	6.8%	6	424	6.3%	8
Florida	904	6.4%	7	159	2.1%	12	745	11.1%	3
California	626	4.4%	8	72	1.0%	17	554	8.3%	5
Oregon	571	4.0%	9	76	1.0%	16	495	7.4%	6
Mississippi	567	4.0%	10	452	6.1%	7	115	1.7%	13
Texas	373	2.6%	11	167	2.3%	11	206	3.1%	11
Virginia	344	2.4%	12	290	3.9%	8	54	0.8%	19
Wisconsin	292	2.1%	13	228	3.1%	9	64	1.0%	18
Idaho	278	2.0%	14	53	0.7%	19	225	3.4%	10
Ohio	275	1.9%	15	180	2.4%	10	95	1.4%	15
Minnesota	206	1.5%	16	128	1.7%	13	78	1.2%	16
Nebraska	192	1.4%	17	118	1.6%	14	74	1.1%	17
Arizona	184	1.3%	18	70	0.9%	18	114	1.7%	14
Washington	151	1.1%	19	1	0.0%	20	150	2.2%	12
Kansas	134	1.0%	20	93	1.3%	15	41	0.6%	20
Iowa	*								
Nevada	*								
Massachusetts	*								
New Hampshire	*								
North Dakota	*								
New Mexico	*								
Alaska	*								
Montana	*								
Utah	*								
Rhode Island	*								
Hawaii	*								
Missouri	*								
West Virginia	*								
Illinois	*								
Maryland	*								
Delaware	*								
South Dakota	*								
Maine	*								
Arkansas	*								
Wyoming	*								
New Jersey	*								
Oklahoma	*								
New York	*								
Kentucky	*								
Colorado	*								
Connecticut	*								
Vermont	*								
Michigan	*								
Louisiana	*								
South Carolina	*								
	14,105	100.0%		7,404	99.9%		6,701	100.1%	

Does Not Include States with "*"
Percentages May Not Add to 100% Because of Rounding

Production of Manufactured Homes by State
Ranked From Highest to Lowest
Jan-Jul 1991

State	Total Productn	% of Total	Rank	Single Sectn Prduct	% of Total	Rank	Multi Sectn Prduct	% of Total	Rank
Georgia	12,351	13.1%	1	6,331	12.4%	4	6,020	14.0%	1
Indiana	12,087	12.9%	2	7,050	13.8%	2	5,037	11.8%	2
North Carolina	10,994	11.7%	3	7,614	14.9%	1	3,380	7.9%	6
Alabama	9,658	10.3%	4	6,493	12.7%	3	3,165	7.4%	7
Tennessee	8,103	8.6%	5	5,870	11.5%	5	2,233	5.2%	9
Florida	6,010	6.4%	6	1,355	2.7%	10	4,655	10.9%	3
Pennsylvania	5,978	6.4%	7	3,396	6.6%	6	2,582	6.0%	8
Oregon	4,577	4.9%	8	673	1.3%	16	3,904	9.1%	4
California	4,354	4.6%	9	557	1.1%	17	3,797	8.9%	5
Mississippi	3,767	4.0%	10	3,008	5.9%	7	759	1.8%	14
Texas	2,711	2.9%	11	1,265	2.5%	11	1,446	3.4%	11
Virginia	2,021	2.2%	12	1,715	3.4%	8	306	0.7%	19
Idaho	1,936	2.1%	13	426	0.8%	19	1,510	3.5%	10
Wisconsin	1,734	1.8%	14	1,417	2.8%	9	317	0.7%	18
Ohio	1,688	1.8%	15	1,086	2.1%	12	602	1.4%	15
Arizona	1,551	1.7%	16	553	1.1%	18	998	2.3%	12
Nebraska	1,277	1.4%	17	768	1.5%	14	509	1.2%	16
Minnesota	1,248	1.3%	18	819	1.6%	13	429	1.0%	17
Washington	960	1.0%	19	12	0.0%	20	948	2.2%	13
Kansas	942	1.0%	20	680	1.3%	15	262	0.6%	20
Hawaii	*								
Maryland	*								
Missouri	*								
Maine	*								
New York	*								
Utah	*								
Montana	*								
Alaska	*								
Massachusetts	*								
Nevada	*								
Iowa	*								
Arkansas	*								
Oklahoma	*								
Illinois	*								
Delaware	*								
New Jersey	*								
Vermont	*								
New Hampshire	*								
Kentucky	*								
Louisiana	*								
West Virginia	*								
Connecticut	*								
Colorado	*								
Wyoming	*								
South Carolina	*								
North Dakota	*								
Rhode Island	*								
New Mexico	*								
Michigan	*								
South Dakota	*								
	93,947	100.1%		51,088	100.0%		42,859	100.0%	

Does Not Include States with "*"
Percentages May Not Add to 100% Because of Rounding

Manufactured Home Shipments, Privately Owned Housing Units Started and Single-Family Homes Sold - 1990

Month	MH Shipments	Housing Starts	MH as a % of Housing Starts	Homes Sold	MH as a % of Homes Sold
January	13,260	99,200	11.8	45,000	22.8
February	13,612	86,900	13.5	50,000	21.4
March	16,313	108,500	13.1	58,000	22.0
April	16,472	119,000	12.2	52,000	24.1
May	18,052	121,100	13.0	50,000	26.5
June	17,557	117,800	13.0	50,000	26.0
July	15,059	111,200	11.9	46,000	24.7
August	19,399	102,800	15.9	46,000	29.7
September	15,921	93,100	14.6	38,000	29.5
October	17,930	94,400	16.0	37,000	32.6
November	14,267	81,400	14.9	34,000	29.6
December	10,330	57,400	15.3	29,000	26.3
	188,172	1,192,800	13.6	534,000	26.1

Manufactured Home Shipments, Privately Owned Housing Units Started and Single-Family Homes Sold - 1991

Month	MH Shipments	Housing Starts	MH as a % of Housing Starts	Homes Sold	MH as a % of Homes Sold
January	11,278	52,500	17.7	30,000	27.3
February	10,835	59,100	15.5	40,000	21.3
March	13,069	73,800	15.0	51,000	20.4
April	15,295	99,700	13.3	48,000	24.2
May	16,634	97,700	14.5	46,000	26.6
June	15,562	103,200*	13.1*	47,000*	24.9*
July	14,846	105,400*	12.3*	40,000*	27.1*
August					
September					
October					
November					
December					

*Preliminary
Note: Housing Starts and Homes Sold are not seasonally adjusted.

Data Source: Manufactured Home Shipments - NCSBCS
Privately Owned Housing Units Started & Single-Family Homes Sold - U.S. Department of Commerce, Bureau of the Census

1990
MH Consumer Installment Credit Outstanding ($ Millions)

Month	Total	Major Type of Holder: Commercial Banks	Finance Companies	Thrift Institutions
January	22,538	9,025	5,411	8,102
February	22,572	9,066	5,410	8,096
March	22,554	9,043	5,178	8,333
April	22,299	9,115	5,168	8,016
May	21,980	9,162	5,224	7,594
June	21,724	9,208	5,266	7,250
July	21,245	9,005	5,328	6,912
August	21,185	9,338	5,358	6,489
September	21,195	9,263	5,423	6,509
October	20,773	9,274	5,400	6,099
November	20,472	9,199	5,364	5,909
December	20,666	9,763	5,252	5,651

1991
MH Consumer Installment Credit Outstanding ($ Millions)

Month	Total	Major Type of Holder: Commercial Banks	Finance Companies	Thrift Institutions
January	20,614	9,748	5,367	5,499
February	20,362	9,730	5,330	5,302
March	20,030	9,632	5,328	5,070
April	20,052	9,565	5,574	4,913
May	19,721	9,386	5,595	4,740
June	19,907*	9,652*	5,652*	4,603*
July				
August				
September				
October				
November				
December				

* Preliminary
Note: All figures are not seasonally adjusted.

Data Source: Federal Reserve G.19 Statistical Release.

Manufactured Home Delinquency Statistics

Month	MH Loans Past Due 30 Days or More as a % of Loans Outstanding		# of MH Loan Repossessions per 1000 Loans Outstanding	
	1990	1991	1990	1991
January	2.89	3.17	1.93	1.74
February	2.03	3.04	1.59	1.68
March	2.51	2.86	1.53	1.93
April	2.34		1.39	
May	2.41		1.34	
June	2.32		1.49	
July	2.60		1.75	
August	2.43		1.70	
September	2.66		1.53	
October	2.88		1.64	
November	2.99		1.72	
December	3.57		1.63	

Notes: All figures are not seasonally adjusted.
MH Delinquency Statistics are released on a quarterly basis.

Data Source: ABA Consumer Credit Delinquency Bulletin.

FHA Title I Manufactured Home Loans

Month	1990		1991	
	# of Loans	Dollar Amount	# of Loans	Dollar Amount
January	1,219	$ 27,311,374	1,299	$ 31,139,568
February	2,058	46,864,615	2,308	54,276,907
March	1,685	37,856,278	1,832	41,729,239
April	1,555	35,144,594	1,961	43,042,229
May	1,607	36,730,987	3,247	75,692,550
June	2,327	52,964,638	1,855	43,208,002
July	2,773	64,940,311		
August	2,279	52,441,398		
September	2,822	66,649,602		
October	1,399	32,020,023		
November	2,809	66,304,534		
December	2,543	60,208,682		
	25,076	**$579,437,036**		

Data Source: Department of Housing and Urban Development, FHA Title I.

Average Sales Price of New Manufactured Homes Placed For Residential Use (Dollars)

Region and State	1989 Total	1989 Single-Section	1989 Multi-Section	1990 Total	1990 Single-Section	1990 Multi-Section
United States	**27,200**	**19,600**	**35,700**	**27,800**	**19,800**	**36,600**
Northeast	**30,200**	**24,200**	**39,900**	**30,000**	**24,500**	**40,300**
Connecticut	N/A	N/A	N/A	N/A	N/A	N/A
Maine	N/A	N/A	N/A	N/A	N/A	N/A
Massachusetts	N/A	N/A	N/A	39,300	N/A	N/A
New Hampshire	33,500	29,700	47,900	33,300	29,200	42,500
New Jersey	45,600	N/A	N/A	42,100	N/A	N/A
New York	28,500	22,500	35,900	30,400	24,100	39,000
Pennsylvania	27,300	21,500	36,800	28,200	22,200	40,300
Rhode Island	N/A	N/A	N/A	N/A	N/A	N/A
Vermont	30,300	24,600	46,200	30,900	21,100	42,500
East North Central	**26,600**	**20,600**	**35,700**	**27,000**	**20,500**	**36,600**
Illinois	27,300	21,200	37,900	28,100	21,600	38,700
Indiana	26,100	19,900	36,400	24,900	18,700	35,600
Michigan	28,800	21,300	35,100	29,600	21,000	36,400
Ohio	23,700	18,600	35,200	25,100	19,200	36,700
Wisconsin	24,900	23,500	35,000	25,700	23,800	36,600
West North Central	**26,800**	**21,700**	**35,600**	**26,800**	**21,900**	**35,900**
Iowa	26,400	23,300	36,200	27,300	23,400	36,100
Kansas	28,800	22,700	35,200	27,400	22,300	35,400
Minnesota	27,200	22,500	37,400	30,800	25,500	36,400
Missouri	24,000	18,700	33,500	23,100	18,900	34,500
Nebraska	31,500	N/A	N/A	27,900	24,100	37,300
North Dakota	39,900	N/A	N/A	N/A	N/A	N/A
South Dakota	30,900	25,500	40,000	31,000	25,000	38,400
South Atlantic	**25,100**	**17,800**	**33,100**	**25,500**	**18,400**	**33,200**
Delaware	27,400	19,900	39,300	29,600	22,900	38,700
Florida	29,500	17,800	36,300	29,400	18,000	35,600
Georgia	21,600	15,700	26,900	22,300	15,600	27,500
Maryland	31,300	21,100	41,800	34,300	23,100	46,200
North Carolina	23,900	18,500	32,900	24,600	19,000	33,800
South Carolina	23,300	17,700	30,200	23,600	18,100	30,900
Virginia	23,400	17,800	33,900	25,500	19,800	35,300
West Virginia	22,000	17,100	32,100	24,100	18,100	34,700
South Central	**23,500**	**19,100**	**32,200**	**23,000**	**18,900**	**32,100**
Alabama	20,400	17,700	30,200	21,400	18,000	32,600
Arkansas	22,800	19,100	29,900	22,300	18,600	29,900
Kentucky	19,200	16,600	28,000	20,500	16,400	30,300
Louisiana	23,000	20,200	34,700	21,500	19,700	29,800
Mississippi	20,700	16,600	29,200	19,800	17,300	27,200
Oklahoma	31,100	21,600	39,100	25,900	19,700	38,200
Tennessee	21,400	17,400	29,600	21,900	17,100	31,400
Texas	29,500	23,600	37,200	31,400	24,500	37,600

Average Sales Price of New Manufactured Homes Placed For Residential Use (Dollars)

Region and State	1989 Total	1989 Single-Section	1989 Multi-Section	1990 Total	1990 Single-Section	1990 Multi-Section
Mountain	**33,400**	**22,900**	**38,600**	**33,300**	**22,700**	**39,200**
Arizona	33,200	21,500	37,600	32,000	20,100	39,400
Colorado	33,900	N/A	N/A	33,100	30,700	35,900
Idaho	33,700	N/A	N/A	31,900	21,700	35,200
Montana	33,400	22,900	38,600	33,300	22,700	39,200
Nevada	36,400	23,000	40,700	37,900	22,400	41,500
New Mexico	30,900	24,500	37,800	30,500	22,200	40,100
Utah	36,100	N/A	N/A	34,600	N/A	N/A
Wyoming	30,200	N/A	N/A	N/A	N/A	N/A
Pacific	**40,200**	**21,700**	**41,800**	**42,400**	**21,000**	**44,000**
Alaska	N/A	N/A	N/A	N/A	N/A	N/A
California	44,900	22,600	46,300	47,800	21,300	49,300
Hawaii	N/A	N/A	N/A	N/A	N/A	N/A
Oregon	33,400	20,200	37,000	36,300	20,900	37,600
Washington	36,000	21,300	37,400	38,400	20,300	40,000

N/A - Suppressed because estimate based on fewer than five responses.

Data Source: U.S. Department of Commerce, Bureau of the Census